

## DEERING BINDERS, MOWERS RAKES AND EXTRAS

Plymouth binder  
Twine

Winegar & Lorence  
Monmouth, Or.

JOHN DEERE BUGGIES ARE ALL RIGHT

## WOULD ASSIST LOCAL AFFAIRS

(Continued from last week.)

"This line of reasoning repeated is as follows:

"The public is the party most benefitted by improvements in the electric art and lessening the cost of service. Improved and cheaper service can be obtained only by holding out high premiums to inventors, engineers and manufacturers. These premiums are made possible through the profitable operation of the properties as they already exist.

"The task laid upon the business end of the industry is very difficult. It calls for fully as much brain power as do the professional departments demanding the kind of ability just as special in its features as that demanded by engineering.

"Permit me to quote from a recent address which I made to the managers and heads of departments of the H. N. Byllesby companies:

"The ideal manager should be a man who understands the public better than the best politician in his city; a man who is versed in practical modern sociology, and who understands, not only big financial matters and large business ideas, but the lives of the people as well.

# CASH PAID

FOR FARM PRODUCE

....BY THE

# BUTLER PRODUCE CO.

"Properties are usually the largest single industry in the community. It is fitting that our managers should take a position among the leading men of the city.

"The manager should have the widest possible local acquaintance and particularly should he be in close touch with the leaders of thought, business and progress in his community. He should study the city, its people and its prospects and its needs with unceasing vigilance.

"The ideal utility manager should be an integral part of the city; in sympathy with the aspirations of the different groups of which it is composed and foremost among the planners for municipal advancement. Of keep free. In all local quarrels and political entanglements he should keep free. In all local quarrels and controversies he must maintain a neutral attitude, keeping always in mind the principle that it is his duty to serve the whole community to the best of his ability.

"I have been amazed, disheartened and discouraged time and again with the narrowness and inefficiency of men who posed as managers of utility properties. I have found them railing at men and conditions when they themselves were the biggest pessimists and the worst croakers in the community. I have observed them sitting like ugly frogs on a log, bewailing the state of public mind and the cussedness of the consumer, letting their property go to pieces and their service deteriorate, creatures of weak and shameless despair.

"What is more natural but that people join in throwing the handiest objects at the croaker? The impulse is human and common. The people have no use for the man or the management filled with bitterness and inefficiency devoid of energetic action and confidence in the future.

"My personal view of the future is very hopeful and encouraging. The fact that a 'Commercial Day' has been set aside by the National Electric Light Association is a splendid indication of the change which is taking place in the methods of central management toward the public.

"During the last year much educational advertising work has been done by operating companies. A large proportion of it has been effective; none without value.

"Scores of New Business Depart-

ments have been created and equipped within a short time.

"Both these movements go to show the tendencies to inject the genuine commercial spirit into operating companies; to meet the people a little more than half way, and to put ourselves in tune with existing industrial and sociological conditions."

### A Dreadful Wound

from a knife, gun, tin can, rusty nail, fireworks, or of any other nature, demands prompt treatment with Bucklen's Arnica Salve to prevent blood poison or gangrene. It's the quickest surest healer for all such wounds as also for Burns, Bolls, Sores, Skin Eruptions, Eczema, Chapped Hands, Corns or Piles. 25c at all druggists.

### Ben Hinton Found Guilty.

CANYON CITY—The jury in the Ben Hinton case returned a verdict of guilty of murder in the second degree. The first ballot stood, according to reports, eight for first degree and four for second degree. Hinton is already sentenced to one year in the penitentiary for larceny of a check.

### Deafness Cannot be Cured

by local applications, as they cannot reach the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the Eustachian Tube. When this tube is inflamed you have a rumbling sound or imperfect hearing, and when it is entirely closed, deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; nine cases out of ten are caused by catarrh, which is nothing but an inflamed condition of the mucous surfaces.

We will give One Hundred Dollars for any case of deafness (caused by catarrh) that can't be cured by Hall's Catarrh Cure. Send for circulars, free. F. J. CHENEY & CO., Toledo, Ohio.

Sold by druggists, 75c. Take Hall's Family Pills for constipation.

# Automobile Garage and Repair Shop

C. B. ZUMWALT, PROPRIETOR

Spacious and fully equipped for the repair, care, sale and housing of automobiles.

Charges are reasonable and all work guaranteed.

Special attention paid to repairs of farm implements, grinding plowshares. Brazing a specialty.

Bicycle repairing and supplies

We do everything that is done in iron

## SALEM MUSIC CO.

(Incorporated) SUCCESSOR TO L. F. SAVAGE.

247 N. Commercial St., Salem, Oregon

## The Golden Tongue of Music



IS EVERYWHERE. "HE WHO HATH NO MUSIC IN HIS SOUL IS FIT FOR TREASON'S VILEST GOAL." IF YOU LOVE MUSIC COME IN AND HEAR THE LATEST RECORDS—SOME VERY CATCHY ONES THAT DRIVE DULL CARE AWAY. WE WOULD BE PLEASED TO HAVE YOU EXAMINE OUR LARGE AND COMPLETE STOCK OF SONGS AND SHEET MUSIC. ALL THE OLD-TIME SONGS AND LATEST AND MOST POPULAR AIRS AND CLASSICS. WE WOULD LIKE TO DEMONSTRATE THE SUPERIOR QUALITIES OF THE

## Singer and Wheeler-Wilson Sewing Machines

CHAS. E. HICKS REAL ESTATE CO

for Insurance protection. Representing

### Westchester and German American

insurance companies of New York.